

WISCONSIN WOOD

MARKETING BULLETIN



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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every two months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

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ADVANCED TECHNOLOGY IN HARDWOOD PROCESSING – FEBRUARY 22, 2005

A one-day session titled "Advanced Technology in Hardwood Processing", will be held by Lake State Lumber Association Education Inc. At the Best Western Midway Motor Lodge on February 22, 2005. This session will bring in technical representatives from the various manufacturers to discuss the current state of the art of the industry along with a panel of industry representative to discuss their experiences. Registration is \$120 for the first person from a company and \$100 for each additional employee.

For registration call LSLA at (906) 774-6767.

LEAN MANUFACTURING, APRIL 12, 2005

A one day seminar on lean manufacturing will be held at the Midway Motor Lodge in Wausau on April 12, 2005. Brian Brashaw with Northern Resource Research Institute in Duluth will be the instructor. Registration is \$120 for the first person from a company and \$100 for each additional employee. For registration call LSLA at (906) 774-6767.

A GLOBAL VIEW OF OUR FORESTS A Washington Times Commentary by Donna Dekker-Robertson

As you enjoy your deck or park gazebo this summer, eating hot dogs and apple pie off paper plates, consider the world around you, and your impact on it. You use forest products every day, from napkins and newsprint, to crayons, cosmetics, and charcoal for the barbecue.

That's OK, so long as we properly care for our forests. As a forest geneticist, I observe how forests respond to insect infestation, disease, increased tree densities, wildfires, non-native pests and the like. What I see demonstrates it's time to stop cordoning off our forests from harvesting.

No matter how earnest activists may seem, or how concerned their sounds bites, experience shows there are devastating consequences of abandoning active forest management.

The devastation goes beyond the unnatural accumulation of forest fuels that trigger megafires across Florida, Colorado, Arizona, California and the Pacific Northwest. These catastrophic blazes burn hotter than their historic predecessors, wreaking greater environmental havoc, but tell only part of the story.

Domestic activism has also ignored the global implications of severe harvesting restrictions here in the States. Whereas responsibility managed forests could help

us meet our own wood needs, broad harvesting restrictions here have sent us elsewhere for wood.

Consumers are often blind to the costs of consuming, having lost sight of the fundamental connection between the things they use and where they come from. The United States uses more wood than any country in the world, in total use and per-capita consumption. The world average for wood products consumption is 0.7 cubic meters per person per year. The United States' average is about 2 cubic meters per person.

My home state of California exemplifies the environmental paradox inherent in our 'consume but don't produce' attitude. California has almost 40 million forested acres. Yet compared to 15 years ago, timber harvests are down more than 90 percent on public and 40 percent on private lands. Meanwhile, the state imports about 75 percent of the wood it consumes.

If Californians, who have among the most advanced harvesting technology and highest environmental standards in the world, harvested more wood, we would do so in a way that conserves forest environments. But we don't. Instead, we rely on forestlands where environmental safeguards are weaker or nonexistent and harvesting can devastate landscapes.

As wood consumption rises, some forests outside the United States area being cut at record levels. According to the University of California-Berkeley forestry professor emeritus William J. Libby, for every acre of forestland not harvested for timber here, at least two acres must be harvested in Third World forests.

Forest geneticists like me are also keenly aware of the danger of unintentionally importing non-native pests when we import wood. Dutch elm disease and chestnut blight infestations, for instance, originated in Asia and devastated forests in the United States that lack natural resistance. At least 27 potentially dangerous pests that may be accidentally

imported and thrive in our forests have been identified.

It is time to accept responsibility for our consumption, and to bridge the gap between perception and reality, both in forestry practices and the environmental aspects of using wood.

As Patrick Moore, co-founder and former president of Greenspace noted: "We have been led to believe that when we use wood we are causing a bit of forest to be lost. This is not the case. When we buy wood, we send a signal to the marketplace to plant more trees, and produce more wood."

Wood is the only entirely renewable and recyclable building material we have. Compared to other building materials, wood saves energy, produces the least greenhouse gases, causes the least water and air pollution, and yields the least solid waste.

Today, tremendous amounts of non-renewable fossil fuels are burned to import wood from outside our borders, and alternative building materials take lots of energy to produce. It takes 70 times more energy, for example, to produce one ton of aluminum than it does to produce a ton of lumber.

Furthermore, the power to grow trees comes from the sun. The power to produce steel, aluminum, plastic and concrete comes from petroleum, coal and gas.

There is little reason to expect our wood consumption to decline. But we can meet more of our wood needs from our own forests. Many private-sector American foresters practice sustainable forestry, replenishing forests for future generations by replanting far more trees than they harvest.

We would do well to see these private forestland practices expanded, and replicated on public lands. If and when we do, we can begin reversing our dependence on imported wood, and improve environments both local and global.

Donna Dekker-Robertson is a forest geneticist and adjunct professor at American River College in Sacramento, California.

Source: *Wisconsin Professional Loggers Association*, November 2004

EVERY DAY IN EVERY COMMUNITY

by Stephen Bratkovich

During an early morning job in a small New England town, I can upon a tree service crew working on some large white

pine trees. The mature pines were intersected by transmission lines and the crew was felling all the trees in the right-of-way. A chipper was "eating" all the smaller branches and needles. A small pile of logs 18 to 24 inches in diameter and 8 to 12 feet long were piled nearby. I took a break from my run and approached the chain saw operator, who was de-limbing a log.

"What's going to happen to the large logs?", I asked.

"Don't know. My boss isn't here. You'll need to talk with him," he replied.

I posed a second question. "Do you think they will be sawn into lumber?"

He shook his head sideways. "Probably not. Maybe chips."

I persisted. "Why did you buck them into log-length pieces?"

He frowned, saying, "They looked too good to chip or throw into a tub grinder."

At this point I could tell he was a bit uncomfortable with the situation so I stopped the questioning.

As I glanced again at the pile, I mentally noted that many of the logs were not "straight as an arrow." However, they did have a lot of clear wood between the branch whorls. Excellent for short shelf boards, I thought, I noticed the site was flat and only 25 feet off an all-weather road. Perfect for a portable mill to set up and saw boards.

As I turned to continue my run, the saw operator said, "I suppose we'll just eat the cost of the logs."

I wished him well and ran down the road. While running, I kept thinking about his choice of words, specifically, "eat the cost of the logs." I suppose he was telling me that, yes, he recognized the value in the logs, but his firm would probably not try to recover any products or monetary value from them. Perhaps they would remain on-site and slowly rot away as I've observed in many instances. Or maybe they would be bucked into shorter pieces and dumped somewhere on a "back forty". I reluctantly acknowledged to myself that what I had witnessed occurs every day in every community in the country.

Every day in every community – large or small – a tremendous quantity of wood is either totally wasted or directed to a lower-value use. Trees that would be coveted in a rural setting are too often relegated as "waste" simply because they spent a lifetime growing beside a utility line, in a backyard, or next to a street.

Every day in every community, sawmill operators are missing opportunities to

obtain a raw material at little or no cost. Handheld metal detectors are relatively inexpensive and decrease the chances of the sawyer hitting metal. Also, narrow, low-cost, thin-kerf saw blades reduce the danger to the operator and the expense when a foreign object is hit.

Every day in every community, arborists and tree service workers are foregoing possible income or cost reduction by not fully utilizing the trees they have been contracted to remove. These firms are in great positions to do more with their logs since they typically already possess the equipment – chain saws, loaders, trucks – to saw and transport the raw material. Unfortunately, their mindset is more on disposal than utilization.

And every day in every community, consumers – including woodworkers, crafters, and artisans – are denied the opportunity to purchase locally produced wood products such as lumber, landscape timbers, and fence posts, to name a few. As a nation, we are net importers of wood-based products, but as individuals, we are often not aware of the missed opportunity to "buy locally."

The next time I jog through the same New England town, I hope the situation will have improved. I hope I find tree service crews actively bucking logs to proper length; portable mills converting the "salvaged" logs to lumber; local woodworkers transforming the lumber into chairs, tables, or works of art; and community residents purchasing "grown and manufactured locally" wood products.

I hope what I find will be happening every day in every community.

Stephen Bratkovich is a forest product specialist in St. Paul, Minnesota. He's a member of the Forest Products Society and the Society of American Foresters.

Source: *Sawmill & Woodlot*, October/November 2004.

PALLETS ACROSS THE POND

by Rick LaBlanc

Last summer I was warmly welcomed into a few pallet operations in Great Britain. But in case you are thinking of hooking up with a pallet company across the water, there are a few key things I learned that I should share with North America readers.

First of all, I'm not a big fan of doctors. Fortunately, the initial fear that overwhelmed me when the manager of a large plant insisted that I go in to meet the company M.D. subsided when I discovered it had nothing to do with

getting probed in the Southern Hemisphere by the company medical doctor. I found out I was really going in to see the company's big cheese, its managing director.

And when the managing director of a smaller Glasgow pallet shop stated in a matter of fact manner that his turnover was 600,000, I thought that this was an awful lot of employees to go through in a year for a 10-man crew—even by U.S. standards. Like American operations, British plants also have trouble with employee retention and attendance, but in this case, turnover refers to sales—not the number of employees replaced annually. The annual turnover was 600,000 Pounds Sterling, or a little under \$1.1 million (U.S.). Employee replacement was significantly lower although still a real area of attention.

Then there is the clothing things, I normally feel underdressed in America. If you feel underdressed over here, you better put on a fresh golf shirt because you'll feel even more underdressed over there. Business suits are the order of the day, which is rather atypical for many U.S. pallet people. By and large, the British approach, from dress to communication and more. "They tend to dress up more over there," agreed Gordon Hughes, general manager of the Canadian Wood Pallet and Container Association, when I called to pick his brain about the differences between North America and Great Britain.

One last thing. When they get a twinkle in their eye and ever so fondly refer to their Lauries, it is not about women at all. That's just what they call their trucks—lorries, to be precise. Having barely survived driving in a two-way traffic on the curbside, single lane roads of Scotland, I am in awe of any truck drivers over there.

Seriously, aside from the predominance of block pallets, there are a lot of similarities between Britain and the U.S. The dozens of skids of pallet nails stacked up at Scott Timber, which were purchased before another round of price increases, was a reminder that pallet companies there also are battling with rising prices for fasteners and lumber and of the difficulty of passing along the escalating costs to customers.

One interesting thing that the British have done this year is to send out press releases to alter customers about the urgent need to raise prices in order to ensure pallet availability. TIMCON, the British pallet and wood packaging trade

association, as well as Scott Timber have both sent out news releases on this topic, but there continues to be a margin squeeze underway over there as there is here.

According to Chris Donnelly, managing director of Ferguson Packaging, customers tend to treat recycled pallets the way they treat tea bags—as a totally generic commodity. Whatever brand they find in the company kitchen, they use. In such an environment, where the customer perceives no difference between one supplier's product and the next, it is hard to raise prices. And due to the reluctance of customers to sign contracts, he considers investing in automation is too risky. In spite of pallet price cuts by larger companies, however, Chris reported that he is winning back some accounts based on superior service.

In addition to rising prices for lumber and nails, ISPM 15 is a hot button issue there as it is here, and there are some concerns about adequate dry kiln capacity as implementation dates grow closer.

Gordon, who is a frequent representative at international meetings on behalf of the Canadian association, is a keen observer of international trends. He has had numerous dealings with the British over the years. He recently returned from the FEFPEB meeting in Belgium, where he had dinner with some people from the British pallet industry.

CHEP pretty much dominates the pallet market in the British grocery industry, Gordon noted. Generally, business is good for British pallet companies, but margin pressures are forcing them to raise prices. When that happens, they lose some customers and gain others. There are some very good high-volume accounts in the British pallet market, Gordon noted.

My overall impression from the people I met is that British companies are facing many of the same challenges that we see in North America, and they are rising to meet them. They struck me as being savvy business people, running efficient shops.

That augers well for the future of the pallet industry internationally as pallet companies continue to educate customers on the need for price increases to ensure supply.

And as my mother often used to say to me, at least before she gave up, it is better to be overdressed than underdressed.

Source: *Your Machinery Source*, November 2004.

CHINA ESCAPES AXE OF CURRENCY ALLIANCE

by Joe Dysart

China has dodged facing a formal U.S. protest over charges it is manipulating its currency in an effort to give its producers and manufacturers as advantage in the world markets.

In a decision that took less than 24 hours, U.S. Trade Representative Robert Zoellick rejected a petition from a number of U.S. producers and manufacturers that the United States formally cite China with a protest of unfair trade practices at the World Trade Organization (WTO).

The petitioners, under the auspices of the U.S.-based China Currency Coalition (CCC), predicted that Zoellick's decision will only further exacerbate the imbalance. "We are concerned that the administration's rejection of the petition will cause China to continue to conclude that the administration does not view this issue as one of urgency—and that there is no pressing need for China to take remedial actions." The coalition stated in a formal letter of protest to Zoellick.

"The U.S. and the WTO have long held that export subsidies are the most pernicious unfair trade practices," the letter adds. "Since China is using its undervalued exchange rate to subsidize its exports to the U.S. and to tax and curtail U.S. exports to China, a more appropriate term for China's practices is economic mercantilism in its most egregious form."

Timber industry reaction to the move has been far more muted, with at least one trade group expressing faith that continued, high-level negotiations with the Chinese will ultimately be far more productive. "The administration has indicated that it is in ongoing consultations with the Chinese government on reforming its financial system in a way that would lead to a more market-based currency," says W. Henson Moore, president and CEO of the American Forest & Paper Association (AF&PA).

"We are convinced that the administration is on the right track in raising the currency issue with the highest levels of the Chinese government. We have also met repeatedly with the administration to share ideas on how best to bring about the changes which will level the playing field for our members."

Zoellick, via a press release issued from the Office of the U.S. Trade Representative, described the CCC's petition as "reckless," and characterized the CCC's efforts as less about fair play and more about "economic isolationism."

China currency reformers have, for years, protested that China's continued maintenance of an undervalued exchange rate does not reflect market conditions and unlawfully bolsters the Chinese economy at the expense of the U.S. industry and production.

Specifically, the CCC charges that the country's undervalued exchange rate is a significant factor in the United States' trade deficit with China, which reached \$125 billion in 2003, and is expected to top \$160 billion by the close of 2004. The coalition also estimates that China's manipulation of the exchange rate has enabled its foreign exchange reserves to reach more than \$483 billion—the second largest reserves of any country, and equivalent to about a third of China's gross domestic product.

While the AF&PA stopped short of demanding that China be formally cited for unfair trade practices, the trade group, nevertheless, turns a jaundiced eye at the country's currency exchange practices. "Our member companies feel strongly that China is manipulating its currency by deliberately undervaluing the yuan against the dollar, which unfairly has made U.S. forest products less competitive in China," Moore says. "This artificial level of protection has also spurred the significant buildup of forest products production capacity, even though China is a fiber-poor country."

Bill Hickey, a CCC spokesman, agrees: "China's cheap currency subsidized its exports and taxes U.S. exports. We can wait no longer for China to act on its own. We vigorously reject the administration's characterization of supporters of this petition as 'economic isolationists.' And we respectfully urge the administration to stand up for American companies and workers and aggressively pursue this case. We are not alone in this quest, as the International Monetary Fund, other governments and experts around the world have repeatedly called on China to reform its currency practices."

Hickey maintains that China's undervalued exchange rate has stifled exports from the U.S. and other countries to China, while "Made in China" goods are inundating the United States and other markets. "The coalition's position is that China's exchange rate regime violates obligations under the World Trade Organization Agreement on Subsidies and Countervailing Measures," Hickey says.

Furthermore, Hickey adds that China's policies violate International Monetary Fund rules, which require members to avoid manipulating exchange rates or the international monetary system in order to gain an advantage over other members. "We urge the administration and China to take these concerns seriously," says Richard L. Trumka, secretary-treasurer of the AFL-CIO. "China must remedy these discriminatory practices immediately. In the absence of progress, we have petitioned the administration to take China's discriminatory and illegal practices to the WTO."

Zoellick's outright rejection of the CCC's petition tasted all the more bitter for the coalition when the U.S. Commerce Department released data the next day showing that the United States' monthly, bilateral trade deficit with China increased by 28 percent.

Those figures tell the true story, according to the CCC, which maintains that U.S. exports to China have been decreasing since March, following what the coalition describes as a "buying" mission by China of a wide spectrum of raw materials on the world market.

Despite the substantial case the CCC and similar groups have amassed against China, the AF&PA is continuing to urge U.S. producers and manufacturers to push for further negotiations, rather than sanctions, to bring the Chinese government closer to what U.S. reformers believe is a more equitable valuation to the country's currency.

"The 301 petition, in our view, was a tool to get the Chinese government to negotiate with the U.S. government to change its rigid exchange rate policy," Moore says. "The U.S. government, specifically the treasury secretary, has indicated that the value of the Chinese currency is a key economic and trade issue between the two countries. Given the discussions between the U.S. and Chinese governments, which will continue in Washington, we determined that filing the 301 at this time was not necessary and would not be useful."

Source: *Forest Products Equipment*, November 2004.

CHINESE GOVERNMENT SUBSIDIZING MASSIVE FOREST PRODUCTS INDUSTRY EXPANSION

by W. Henson Moore, President & CEO,
American Forest & Paper Association

Over the past decade, America's forest products companies have lost market share

to overseas competitors armed with significant competitive benefits provided by their governments. Whether through tariffs, non tariff barriers, currency manipulation, or subsidies, many companies have been rewarded while unprotected forest products manufacturers—such as those in the U.S.—have had increasing difficulty in the global marketplace.

The American Forest & Paper Association (AF&PA) has been a world leader in calling attention to these unfair trade practices, and pushing for global free and fair trade in forest products. Free and fair trade means that everyone plays by the same rules. It means the beneficiaries of free trade are those who practice free trade, not those who hide behind government subsidies and protectionist barriers while enjoying unfettered access to their competitors' markets.

While progress is being made, significant work remains. Recently, AF&PA completed a study revealing that although China has reduced its level of tariff protection, the Chinese government continues to employ an array of methods to protect state-owned manufacturing facilities and subsidize a massive expansion of pulp, paper and wood processing capacity.

The Chinese forest products industry is characterized by excess capacity in a number of product categories, yet China has set ambitious capacity expansion targets across the board. Achieving these targets requires aggressive development plans backed by central government policy directives and funding. Restructuring China's forest products industry is being accomplished through government loans or loan subsidies for technology renovation, promotion of foreign investment in state-owned enterprises, soft loans and loan forgiveness to state-owned enterprises, and selective anti-dumping investigations.

Some of the programs include developing fast-growth, high-yield fiber plantations; aggressive finance and investment assistance, preferential tax treatment to attract foreign investment.

And trade policies designed to help domestic Chinese producers. According to AF&PA, government financing and loan interest subsidies totaling \$1.67 billion (USD) were granted for technology renovation of 21 state-owned paper mills across China from 1998 to 2002.

Additional government capacity expansion targets include 10 wood processing projects scheduled for completion in 2005.

These projects would boost wood production capacity by 2.72 million cubic meters. AF&PA also found that Chinese government policies promote exports of value-added wood and paper products through value-added tax (VAT) rebates.

Most critically, approval of new investments has been handed off to regional and local governments. This shift of investment approval authority has far-reaching effects. It expedites investment approvals, and significantly improves the scope and content of favorable development schemes offered to domestic and foreign investors. Local governments have gone far beyond central government directives when offering development aid. Incentives have included tax, financing and trade measures designed to stimulate investment in their regions. Local governments have also helped domestic industry apply to the central government for additional preferential assistance, which has included loan interest subsidies for paper companies involved in plantation projects.

These subsidies are no small matter—the central government has designated \$1.73 billion through 2015 to aid development of fast-growth, high-yield tree plantations. Under this government program, plantations receive low-interest loans at 90 percent of the standard rate with repayment terms from 10-to-15 years. Typical repayment terms are three-to-five years – certainly below market rates.

For integrated plantation/pulp/paper projects, local governments have been permitted to fast-track approvals, which bypass central government authorization. This has resulted in a sizeable influx of foreign investment in regions where investment incentives have been particularly favorable, which contributes to rapid capacity expansion in wood fiber and paper products sectors.

Domestic banks play the leading role in making loans to forest products enterprises. The China Development Bank, as well as other domestic commercial banks, provides loans and loan interest subsidies primarily to the forestry sector. Other non-standard banking practices available on a regional basis include debt forgiveness and debt-for-equity swaps, extended repayment terms, and loan interest rates even lower than central government policy.

China is also using trade policy to bolster the forest products industry. In 1999, the Chinese government eliminated tariffs on imported logs/lumber and

pulp/waste imports to supplement the insufficient domestic fiber supply. The government provided tariff exemptions on imports of high-grade paper machinery to support technology renovations in large state-owned enterprises. Meanwhile, China has maintained tariffs on imported value-added wood and paper products.

Less competitive state-owned products have been protected by maintaining very high antidumping duties on newsprint imports. China's antidumping investigation procedures have allowed domestic companies to manipulate the process to gain strategic advantage and market share. Government support of antidumping investigations also has encouraged foreign producers to invest in China's forest products industry as a way to overcome the hurdle created by antidumping duties.

AF&PA's report details China's systematic plan to radically expand its forest products industry with government funds. Their actions are the very definition of an unfair trade practice. AF&PA is working in Washington with the Department of Commerce and the United States Trade Representative to catalogue these subsidy practices and push for their elimination. No nation should be permitted to profit from unfair trade practices. Action must be taken now, before it is too late.

Source: *Paper Age*, October 2004

THE COST OF AN INDUSTRIAL ACCIDENT Consultant Report by Dave Rankin

According to the Department of Labor, Bureau of Statistics: There is an amputation involving a finger, fingertip or hand every 40 minutes in the United States. These accidents occur in metalworking, woodworking and other manufacturing industries.

In today's American woodworking factory, safety is no luxury, it is a necessity. As employers, we are required to furnish to each of our employees a place of employment which is free from recognized hazards that area causing or are likely to cause death or serious physical harm to our employees.

By far the majority of woodworking shops could be safer than they are. Why does this exist?

The most common reason is that the upper management simply does not place a high enough priority on the real safety of their workers. Most companies have some sort of safety program in place. So why is

a safety a low priority with some companies?

Many companies are concerned about the cost of safety. They are concerned with the cost of the necessary equipment, the cost of training the workers, the cost of implementing changes and things of this sort. Many companies, especially the mid-size companies, gamble that an accident will not happen to them.

An accident can be simply defined as an unplanned event. How likely is it that an unplanned event will occur in your shop?

The cost of an amputation

What is the cost of a single finger amputation? There two types of costs that need to be considered, direct and indirect. Direct costs are those costs that obvious. Included in the direct costs are those covered by:

- Workers compensation insurance
- Ambulance service
- Medical treatment
- Medication
- Hospitalization
- Disability benefits

Payroll to the injured employee during his loss time.

There are some costs that could be included in this area that are covered below under indirect costs. The reason of many surveys with different size companies.

Indirect or hidden costs

Indirect costs, or hidden costs, can be considerable. What is included in the indirect costs?

First is the total cost involved in the lost time of the injured employee. Most companies include the salary in the direct costs. Included in the indirect costs are the injured employee's insurance, reduced performance cost, and the cost of time needed for follow-up visits to medical facilities.

Second is the cost of the lost time of the workers, not including the injured employee, that stopped working or reduced their performance during the time of the accident. Included here can be the reduced performance of other employees due to concern of another accident occurring.

Third is the cost of lost time of the supervisors, foreman and other management personnel. This can result in many hours and even days in time used for an accident that could have been used in more productive ways.

Fourth is the cost of time spent by first aid personnel and other staff dealing with the actual injuries resulting from the accident.

The next area of loss involves equipment, tools, property or any other manufacturing material that will be unusable during the time of the accident, after the accident and during any accident investigation. This area alone can result in hundreds or thousands of dollars.

Along with loss of equipment comes the loss of overall production. An accident can reduce productivity by as much as 80 percent during the accident and investigation. Production can also be reduced for several days after the accident.

Another cost is the continuation of the employer's contributions to employees' retirement, profit sharing and other benefits that have not been included previously.

A major cost is the reduced performance of the employee when he/she returns to work.

The possibility of legal action must also be considered.

An often overlooked cost is that of overhead. Overhead has to be paid even if the production performance is reduced.

Estimating indirect costs

There are several ways to estimate the indirect costs. One of the most common is the 4:1 ratio. This simply uses a multiplier of four to calculate the approximate indirect costs.

An example of the costs follows:

An operator loses a finger on a shaper. According to the Department of Labor, Bureau of Statistics, the operator will be out of work an average of 18 days,

Upon returning to work the operator will perform at an average of 50 percent for 18 more days. If we use a pay scale of \$15 per hour, the cost of lost time due to payroll is \$3,240. When we add the cost of the insurance for this time period, this will add about \$250.

Once again using the Bureau of Statistics, the average cost to Workers' Compensation for the medical expenses exceeds \$18,000 per accident. This brings the cost of \$21,260. If we assume that we pay workers compensation for the reason of accidents, we should understand that the rates for the future years will be adjusted according to the accident rates of our business and similar businesses.

Once we add in the cost of unused equipment, other employees' lost time, management's lost time, and other costs, not including the possible legal action, the direct and indirect cost can be considerable.

When using the 4:1 ratio, we can estimate the indirect costs at four times the direct costs of \$21,260 or \$85,040.

When we add the direct costs (\$21,260) and the estimated indirect costs (\$85,040), we can see that a finger loss can cost the company \$106,300. If the legal action exists, then the sky could be the limit.

The fact is simple: Both management and employees should consider safety a major part of any production environment. One note that may help put accidents into reality is that one out of five companies will suffer from a major accident, one which involves severity of at least a finger-tip amputation. Accident prevention is the responsibility of management as well as the workers. Management must take the primary responsibility to ensure a safe workplace.

Ed. Note: Dave Rankin, known as "The Moulder Doctor", has been installing and servicing machinery for over 20 years. He has been part of a team that has developed several patented items including safety items. He is presently completing his Ph.D. in Safety Engineering and can be reached at (704) 528-3539.

Source: *Wood Digest*, November 2004.

G-P TO SPEND MORE THAN \$60 MILLION AT GREEN BAY

Georgia-Pacific Corp. (G-P) plans to spend more than \$60 million to upgrade its Green Bay, Wisconsin tissue mill, including the rebuild of an existing machine and upgrading converting lines.

G-P runs three machines at the 115,000 tpy Day Street Mill and eight machines with capacity of 372,000 tpy at its Broadway Mill, formerly called the West Mill. Both mills are in Green Bay. The No. 9 paper machine at G-P's Broadway mill will be rebuilt, and the upgraded converting lines are housed inside both the Broadway and Day Street mills.

The announcement about the \$60-million project follows two changes in Wisconsin's tax laws that will make it less costly for paper businesses to expand and upgrade their operations.

Governor Jim Doyle signed the tax changes into law as part of his "Grow Wisconsin" plan that aims to create a business-supportive climate in the state. "Governor Doyle has shown that he understands the need to help Wisconsin's existing manufacturing base improve its competitiveness," said G-P sr.v.p. Russ McCollister. The state is providing G-P with a 500,000 forgivable loan for the upgrade.

The first initiative will allow purchases of fuel and electricity used in manufacturing to become exempt from taxes at the time of the sale. The second change will allow multi-state businesses to become taxed on the amount of sales done in Wisconsin, rather than being taxed as they are now on three areas: the amount of sales, property, and number of employees. The state is eliminating taxes on property value and the number of employees.

Wisconsin Paper Council president Pat Schillinger said the tax cuts help papermakers in Wisconsin when they consider whether to invest in their facilities in the state. In the past, in some cases, Wisconsin lost out because of the tax burdens, he said. More than 40,000 people are employed in the pulp and paper industry in Wisconsin. There hasn't been an exodus of paper companies out of Wisconsin, said Schillinger, "but we have seen companies investing in other states."

Before these changes, the state had not offered companies incentives to invest, Schillinger said. It was a "disincentive" to undertake major improvements because "you got taxed at a higher rate," he said. "We have some of the oldest assets in the country," Schillinger said. "In order to compete nationally and globally, we need to make sure we have up-to-date, modern equipment."

With these changes, Wisconsin will become the second-best state in terms of overall tax climate that favor businesses, according to an analysis done by the Wisconsin Department of Revenue. Pennsylvania is the best in terms of corporate tax climate, according to the analysis titled, "Corporate Tax Burden Comparison: Paper Industry." The report is available at <http://www.dor.state.wi.us>. Source: *Pulp and Paper*, November 2004

AFMA CHANGES REFLECT MARKET REALITIES By Rich Christianson

The American Furniture Manufacturers Association will celebrate its 100th year of being with a new name, new membership criteria and new purpose.

In what the association touts as an "historic" occasion, members voted November 4 to change the AFMA to the American Home Furnishings Alliance. Of far greater historical significance than the name change is the home furnishings association's decision to open up its membership to furniture importers.

Prior to the changes, regular membership in the High Point, NC-based

AFMA was limited to companies that operate a manufacturing facility in the United States. The new organization eliminates that requirement. Now, any company incorporated within the United States that manufactures or imports home furnishings products for wholesale distribution is eligible to join.

A press release announcing the transformation refers to the AHFA as “broad-based organization that will embrace the global home furnishings community while still remaining a critical advocate for U.S. furniture manufacturers.”

AHFA CEO Andy Counts said each of two separate votes taken at the association’s annual convention in Sea Island, Georgia, was unanimous – one among the board of directors and the other among representatives of some 80 manufacturer members who attended the meeting. He added that one member of the 40-man board cast a dissenting vote via an absentee ballot.

From 400 to 252 Members

The votes took place five days before the U.S. Department of Commerce made its final determination of dumping margins in the contentious antidumping petition against Chinese wood bedroom furniture manufacturers. It remains to be seen whether or not any of the 30 members of the American Furniture Manufacturers for Legal Trade who filed the antidumping petition last fall, or any other manufacturing members, will drop out of the association as a result of the restructuring.

Counts said he “will not be surprised” if the AHFA loses a few of its U.S. manufacturers as members, but hopes that companies will recognize the association still has much to offer them. “The new organization reflects our continued focus on assisting U.S.-based manufacturers, but also recognizes the new business models many of our members have adopted in recent years,” he said.

Those business models include outsourcing all or a portion of manufacturing to foreign operations.

In the last five years, Counts said AFMA’s membership declined from about 400 manufacturing members to 252 manufacturing members. With imported products now accounting for more than half of all U.S. residential furniture sales and rising, Counts said the membership would have continued to shrink under the old membership eligibility rules.

Counts estimated that about one-third of

the 150 companies that left the AFMA in recent years were forced to drop their membership because they had ceased domestic manufacturing. Each of these companies is now eligible to rejoin. He added, however, that the decision to amend membership rules had more to do with stopping the loss of additional members than re-growing the association.

“In the future, an increasing number of longtime AFMA members who value the association’s programs and services would have no longer qualified for membership,” Counts said. “While our new organization will remain a voice for domestic manufacturers at the state and federal level, we will also create new services for those members and prospective members whose business models do not necessarily include domestic furniture production.”

In addition to a continued focus on membership services like government affairs, marketing, safety and human resources, Counts said the AHFA “will place renewed emphasis on gathering and disseminating timely, accurate and critical industry data and research to the membership and industry stakeholders.”

‘Newest Phase of Evolution’

The formation of the AHFA is the newest phase of evolution for the association that traces its roots to the 1905 establishment of the North Carolina Case Workers Association. That group became the Southern Furniture Manufacturing Association in 1911; a parallel group known as the National Association of Furniture Manufacturers was established in Chicago in 1928. The two groups merged in 1984 as the AFMA.

Counts said he is excited about the prospects for the AHFA. “Certainly the fun has just begun,” he said. “There’s a lot of work to be done, I’m jacked up to get going.”

Source: *Wood & Wood Products*, November 2004.

COMPANIES DISCOVER PROFITS IN WOOD PELLETS

According to the Pellets Fuel Institute, a Virginia-based trade group, the sale of wood-pellet-burning stoves rose 250 percent in the last four years. Woodworkers with a waste management system that allows sawdust to be collected for eventual pellet manufacturing that can then be returned to the company and used for heat, may find this a doubly-profitable business, according to an article in the *Hartford Courant*.

Industry sources say homeowners, particularly those with oil heat, are purchasing the stoves in response to the record prices seen in the world oil market. Demand for the stoves – which can heat a 3,000-square-foot space – raised demand for the pellets. According to one hardwood flooring and moulding manufacturer, his \$40,000 investment will pay for itself within two years, the *Courant* reports.

Source: *Southern Lumberman*, December 2004.

MANUAL LABOUR NOT FOR YOU?

By James Menzies

Try a log truck with automatic transmission. Haulers are finding the switch boosts safety and productivity, and can help recruit new drivers.

Like most log haulers, Michael Mallock considered an 18 speed manual transmission to be a standard spec on his logging trucks. However, his most recent truck is equipped with an Allison automatic, and it just might signal a change in thinking throughout the forestry sector of the trucking industry.

In Quebec, more than 30 Allison-equipped log trucks are in operation. Mallock’s Western Star features one of the first Allisons to hit the road in Alberta, and an order was recently placed for an Allison-equipped Kenworth in Northern Ontario.

Mallock’s truck has been put into service hauling chips in an application that will see it on-highway about 95% of the time. When the chip haul slows down in August, it will be pressed into service as a logging truck, where it will be off-highway 60-70% of the time for about two weeks.

Mallock plans to evaluate the transmission’s performance before deciding whether to make an automatic transmission a standard spec on future equipment purchases.

Why are loggers beginning to spec automatic transmissions? Mallock became a believer after attending an evaluation session hosted by Allison in the Nevada desert. He was there on behalf of the Forest Engineering Research Institute of Canada (FERIC) to test the relatively new product and determine whether it has a place in forestry trucking. Automated mechanical transmissions are gaining popularity in the line haul sector, but for the most part aren’t robust enough to handle heavy-duty off-highway applications. Allison however, has been aggressive in targeting these customers

with its fully automatic 4000-series transmission.

Test of Time

Mallock has spent about 14 years driving trucks in the bush, making him an ideal candidate to test automatic transmissions.

"I was pretty much immediately sold on that transmission's ability to do the job," he says. "If somebody would've told me what it could do, I'd have laughed and said 'You're out lunch'."

After partially burying a truck and loaded trailer in the loose desert sand and driving it right back out without a problem, Mallock was confident there are no terrain limitations to an automatic transmission operating in the bush.

"I took it out in the desert sand and pulled the spike on the trailer and buried the truck right to the housing, so it physically couldn't move anymore and then released the spike on the trailer and hit the R button for reverse and backed up a foot or two," Mallock recalls. "Then I hit D for drive and literally just held the throttle to the mat and it lifted itself out of the sand. It never chattered and it didn't hop – I was floored by that."

Guy Sasseville of Doubeau-Mistassini, QC, is another logging trucker who has been sold an automatic transmissions. He has accumulated a quarter million miles on his 2001 Sterling coupled with an Allison automatic. He admits his peers were skeptical when he first spec'd an automatic.

"Six months before I bought it there were all laughing at me and saying 'You'll have to clear the road when you see us coming up behind you because we have work to do,'" recalls Sasseville. "Now they know if Sasseville's truck can't make it up a hill, there's not a manual transmission that will. I go through rougher and more difficult terrain than the bigger trucks with the manual transmission."

Why not auto?

So why haven't all loggers bought into the system? One of the biggest deterrents of automatic transmissions in heavy-duty trucks is the cost. You can expect to pay an extra US \$8,500 when compared with a 10-speed manual. Here are a few of the considerations when determining whether it's worth the investment.

Fuel mileage: Allison is reluctant to use fuel economy as a selling point – after all, you won't find a fuel inlet cap on any investment. However, some users claim they get considerably better fuel economy with an automatic.

A fuel-conscious driver who operates within the optimum RPM band probably won't see any improvement, but less experienced drivers probably will see their fuel usage decline.

"It makes all drivers the same no matter their ability," says Nick Finamore, account manager for Harper Detroit Diesel Allison in Ontario. "It makes the worst drivers as good as the best drivers because it always shifts at the right shift points."

Mallock, who also works as a consultant for AL-PAC says one of his main reservations about spec'ing an automatic transmission was fuel economy. With the volatile price of diesel, he didn't want to take a chance on a component that could reduce fuel mileage.

"Some of the other users I have talked to say you can get just as good fuel economy out of the new Allison as you can get out of an 18-speed with some proper driver training," he says.

A lot of it depends on the operation of the vehicle. Fully automatic transmissions use a torque converter that multiplies torque. It is more active in lower gears, so if a driver is operating in first gear for much of the day, then that unit will use more fuel. Operating in the higher gears will deliver the best fuel mileage, but the transmission itself is able to select the best gear for the situation.

Safety: Perhaps the biggest selling point for Allison is safety. It takes about 60 pounds of pressure to depress the clutch in a mechanical transmission and a driver typically has to do so several hundred times per day. That contributes to driver fatigue over the course of a driving shift.

"With an automatic transmission you don't have to worry about your left leg getting bigger than your right one," Finamore says, "It also gives you more control over the vehicle because you can keep both hands on the steering wheel and you don't have to worry about making shifts."

Paul Pontello, service and sales representative with Harper Detroit Diesel Allison in Timmins says that was a key factor for one of his clients, who will be pairing an Allison automatic with a Kenworth T-800 hauling tree-length logs in Northern Ontario.

"He felt driving would be less stressful and he would have more time to worry about what was going on around him," explained Pontello.

Productivity: Automatic transmissions really shine in stop-and-go applications. Pontello's client downsized his engine to

410hp from 500 hp, yet is able to maintain his productivity levels thanks to the automatic transmission.

"He's achieving the same amount of work if not more work than before," Pontello says.

Finamore estimates customers can gain an extra trip or hour's work per day when compared with an 18-speed mechanical transmission, recouping some of the additional cost of purchase.

Driver attraction/retention: One of the most significant selling points for Mallock was the ability for him to recruit new drivers by spec'ing an automatic transmissions in his fleet would help him attract new drivers to his company, Hostyle Takeover.

"I look at a product like that and all of a sudden where maybe I could only access 50% of the driver market, this maybe gives me access to 75% of the employment market," explains Mallock. "Now I can train someone to handle the product, deal with the customers, physically drive the truck, but you've taken shifting out of the equation which makes it that much easier to get people in the seat."

Getting a seasoned veteran who has been jamming gears for several decades to embrace the relatively new technology could prove to be a challenge for some fleets, but most drivers are willing to adopt it once they give it a chance.

Mallock admits the switch as greeted by some "puzzlement" within his own company, and says it's important to explain the reasons for the change to drivers. It's not about their inability to drive a manual transmission, but about opening the door for more drivers and improving productivity.

Getting money back

When you're paying a premium for a product, you want to be sure it's going to last. Sasseville says he has encountered no problems with his automatic transmission after three years of use. The transmission comes with a two-year warranty and an optional extended warranty of three additional years, which gives it five years of coverage. Allison also covers the towing during that time if there's a transmission-related breakdown.

Pontello predicts about half of the premium paid for an automatic can be recouped at resale time.

"There will be somebody out there looking to buy these used," he insists.

Another attraction is that it's a relatively maintenance-free component. Clutch adjustments and transmission rebuilds are

not required, and all the operator has to do is replace the transmission fluid.

Sasseville has become a poster-boy for Allison, helping the company promote its product within the forest industry. For Mallock, the jury is still out, even though he's convinced the transmission can meet the demands of one of the most rigorous applications in trucking.

"We're going to try it first," he says, "We've got two more trucks to replace this fall so hopefully we'll have run it enough this summer to have a good feel whether that's the way to go or not."

Source: *Canadian Forest Industries*, August 2004.

BRIZILIAN SLAVERY MAY TAINT U.S. HARDWOOD FLOORING INDUSTRY

Exotic hardwood floors are the fastest-growing segment of the U.S. flooring market, but some Amazon rainforest hardwoods may be tainted by Brazilian slavery. Slave labor sometimes cuts the trees; more often it clears land for loggers.

According to an article from Knight Ridder News Service, almost all of Brazil's \$372 million in hardwood exports last year came from the Amazon state of Para, where slave labor and illegal deforestation are rampant. In terms of U.S. hardwood flooring sales, the National Wood Flooring Association says that 3 to 5 percent are from Brazilian cherry, with Brazilian walnut becoming popular for outdoor decks.

While some U.S. companies may enjoy the lower prices slavery helps make possible, most don't know Brazilian slavery exists – let alone which of its exports are tainted by it or what to do about it. The story concludes that the possible role of slavery in U.S. imports is difficult to ascertain because there is no disclosure requirement on the packaging. Only a federal law forcing corporations to reveal their supply chains – which they may now do voluntarily – would expose that information. Companies usually rely on suppliers to abide by contracts and on governments to enforce laws.

Source: *Southern Lumberman*, December 2004.

LEVELING THE GLOBAL PLAYING FIELD WITH EDUCATION

By Steve Ehle

To concur that the U.S. products industry is made up of disparate, disconnected and sometimes divided individuals and groups requires no leap of faith.

At a recent IWF-Atlanta meeting of the Woodworking Industry Leadership Forum (WILF) – an informal coalition of industry association leaders, machinery vendors, educators, trade journalists and others – the fact that the industry is non-cohesive, if not polarized, was driven home.

After nearly two hours of discussion relating to finding common goals and challenges, little was agreed upon, other than the fact that the wood industry is diverse and something should be done to bring everyone together for their common good: education.

Speaking recently to a group of manufacturers, educators, researchers and other, Wood Machinery Manufacturers of America executive vice president Ken Hutton, an organizer of the WILF group, reflected on that meeting paraphrased recent statements by Forest Products Society president Paul Winistorfer in a recent article in *Wood Digest*: "The wood processing industry does not represent itself well. Those same product-centric and geographic forces that serve as a basis for groups coming together keep us divided. The politics of each association's narrow agenda prevent us from speaking with a common voice or venue from which to establish a platform to advance the collective good and educational needs of the wood industry sector."

A major component of this successful global competitive scenario, Hutton says, is an educated, skilled and highly motivated workforce.

Common goals

The New Orleans conference, sponsored by the Forest Products Society and a number of other groups and trade publications, was titled "Manufacturing Competitiveness of the Forest Products Industry." About 20 speakers addressed a myriad of topics relating to the wood industry.

One common theme was the importance of training and education in the all product sectors that make up the wood industry. In his address, "Workforce Development and Education," WoodLINKS USA national program director, Wilf Torunski, had this to say:

"In the secondary wood sector, industry surveys have ranked a lack of skilled workers as a top priority for quite a few years, and manufacturers claim that entry-level graduates have serious shortcomings... To address this, we must encourage industry leaders to agree to work together toward finding a funding

solution for this national wood products industry priority."

Source: *Wood Digest*, December 2004.

Long time woodworker passed away

Jim DeBroux passed away September 7th of this year. He was the owner of Badger Wood Products in DePere, Wisconsin. The company was started by his father Louis DeBroux until Jim took it over in 1953. The company closed September of 1993. Badger Wood Products was an innovator in the hardwood industry for many years making machined components for the cabinet and furniture industry nationally and internationally. Badger Wood Products was one of Wood and Wood Products Magazine top 100 companies in 1990. Jim served in the Marines during the Korean War Era and belonged to the DAV. His family thanks all those who have shown their sympathy and support.

Publications

TAX TIP FOR BUSINESS

Thinking about what to do with your excess inventory before December 31? Let NAEIR do the thinking for you... That date is quickly approaching and you have to clear out your warehouse, right? That excess inventory is not going to move itself. There is a national *nonprofit*, gifts-in-kind organization that can solve that problem for you. And it takes little effort on the part of your company. This organization will accept donations of new, overstock, usable seconds, or discontinued products and redistribute them to schools, churches and nonprofit organizations nationwide. Your donation can also earn your company a federal income tax deduction of up to twice your cost of the goods. That sounds like a win-win situation.

The National Association for the Exchange of Industrial Resources has been in this business since 1977, and would like to add you to the list of over 7,000 companies that have contributed. Your donation would not only go to a deserving organization, but you would clear out that warehouse for new, more popular products and you would avoid the hassle of liquidation. Let's not forget that federal income tax donation.

Don't wait until the last day of the year to make your donation! To receive a FREE Donation Information Kit or to donate, call 1-800-562-0955 or E-mail donor@naeir.org.

Coming Events

FOR SALE

Timber and Forest Products

We manufacture wood items to customers specification, such as dowels, plugs, wedges, blocks, handles, knobs, legs, mouldings, balls, bases rollers, spools, and shaping. Visit out newly created web site at www.americanwoodworkingco.com. Contact American Wood Working Co., Inc., PO Box 335, 263 Church Street, Montello, WI 53949, phone (608) 297-2131, FAX (608) 297-7124.

Plywood, OSB, particleboard, and/or MDF cut to size or shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for boxes or pallet decks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Company, P.O. Box 36189, Birmingham, AL 35236, (800) 733-1907, FAX (205) 733-1709, E-mail Joecampbel@aol.com.

Cedar lumber, cants and tops – paneling, fencing 4x8x8, 4x4x8 and 6x6x8 or cuts in the dimensions you need. Excellent cedar and good prices. Contact Billy Imhof, 5859 Cingmars Road, Littlefork, MN 56653, (218) 278-4417.

Dowels, rods, poles, 3/4 " to 2-1/2" diameter. Lengths up to 16 ft long with no splicing. Can splice poles longer. Ideal for tool handle replacements. We also make factory cart truck stakes, and replacement parts. Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, many types of wood plugs, cutting sticks plus many types of custom made wood products, made to customer's specs. For a quote contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54165-1250 or call (920) 833-6557 or E-mail to DRHANDLES@NEW.RR.COM

Taking orders for green cut red pine cabin logs, 6"-7" between flats, 9'-17' long. Contact Lumber Jack at (715) 399-2783.

Cedar lumber cants, tops paneling, fencing, 4x8x8, 6x6x8 or cut in the dimensions you need. Excellent cedar

and good prices. Leave message. Billy Imhof, 5859 Cing Mars Road, Little Fork, MN 56653 (218)278-4417.

Equipment

JD 520B crawler-loader. Excellent shape, engine rebuild – under carriage recently rebuilt, \$7,500. Contact Paul Luedtke, 12357 Crosstown Road, Grantsburg, WI 54840, (715) 463-2277.

Precision 48" chipper. Firewood processor w/heated cab. Contact Sterzing Wood Products, P.O. Box 153, Crivitz, WI 54114, (715) 854-2873.

24" herman square head planer with blades for top and bottom cutting. Rabbit bearings A-1, powered by two 5 HP single phase motors. Reasonable price to the right customer. Contact John H. Draggs, 13722 Spring Valley Road, Fennimore, WI 53809, (608) 822-3972.

4 side 6 x 16 Berlin planner. Five set side heads, center matel, tog shiplaps. Belt driven with power plant, saving blower. Set up and running now, can help load. Contact Rich Schneider, N15880 Tower Road, Park Falls, WI 54552, (715) 762-4645.

Jackson Scragg Mill – make money from small logs with a Scragg Mill. Unique, innovative features boost production. Contact Jackson Lumber Harvester Company, Inc., 830 North State Road 37, Mondovi, WI 54755, Phone (715) 926-3816, FAX (715) 929-4545, E-mail: info@jacksonlbrharvester.com, Web: www.jacksonlbrharvester.com

Three bell 4a dowel machines with extra blades and setups up to 2-1/2" diameter. Plus large table saw, 30 blades, most are carbide tipped, 12" to 16" diameter. Contact Mark Slade Manufacturing, 110 South Mille Street, Seymour, WI 544165-1250 or call (920) 833-6557 or E-mail to DRHANDLES@NEW.RR.COM pictures available by e-mail.

Notice is hereby given that Aitkin County will be accepting bids for the purpose of selling its Baker 5 Head "C" band resaw with a 20 hp motor. Bids must be received by January 6, 2005 by 10:00 AM. Bids must be submitted on the Bid Form and placed in a sealed envelope and clearly

marked as a Baker Saw Bid. Bids must be submitted to Ross Wagner, Economic Development & Forestry Industry Coordinator, Aitkin County Courthouse, 217 2nd Street NW, #131, Aitkin, MN 56431. This saw was previously in use at Aitkin County Pallets, Inc. and has approximately one year of use.

For more information, to receive a Bid Form, or set up an appointment to view the saw please contact Ross Wagner at the above address or (218) 927-7305 or E-mail rwagner@co.aitkin.mn.us

Aitkin County reserves the right to reject any and all bids.

Used parts for skidders, small crawlers, and excavators shipped daily – parts for CAR, JD, ICH, AC, MJ. ATHEY, BANTAM/KOHERING, BOBCAT, CASE, CLARK, TIMBERJACK, DROTT, FRANKLIN, HEIN-WARNER, INSLEY, LEIBERR, MICHIGAN, MITSUBISHI, NEW HOLLAND, NEW PROCESS, PETTIBONE, TAYLOR TREE FARMER, AND TROJAN. We also have engines, transmissions and tires. If we do not have it, we can try to find it with one of our parts locator systems that contact over 300 parts dealers nationwide. We are also interested in buying salvageable machines. Contact: Schaefer Enterprises of Wolf Lake, Inc., PO Box 136, 4535 State Route 3 North, Wolf Lake, IL 62998. Ask for Andy, Brad, Dick, Jim, Kevin or Rodney is buying or ask for Jerry if selling. Call (800) 626-6046 or (618) 833-5498, FAX (618) 833-7765, or e-mail us at parts@sewlparts.com or visit our web site at www.sewlparts.com

DM mack tandem dump truck \$5,000. Phone (715) 526-9735.

Prentice H log loader. Call Pete at (715)787-3365 after 5 PM.

Clark forklift 4,000# lift, duels on front, 4 cylinder gas \$3,500; also 48 volt hydraulic pump setup \$150. Contact Lumber Jack at (715)399-2783.

Services

WANTED TO BUY

Timber and Forest

6/4 low grade hardwood lumber for stake manufacturing . . 6, & 8" widths. Call Bob (610) 621-2893, E-mail ramco@juno.com

Woods Run Forest Products are looking for white pine sawlogs 11 inches and up and are paying \$120-125 per cord, delivered white pine cordwood 8 inches and above is going for \$90-95 per cord. We are looking for 500 cords per month per month and can issue a contract for up to 3,000 cords for this winter. Cutters can contact them at (715) 962-3608 or FAX at (715) 962-3253.

Equipment

Small skidder, timberjack or John Deere in good condition. Contact James R. Moore, 7605 Blackjack Road, Cassville, WI 53896 (608) 794-2648

Sharpener (on machine) and setter for old wood planer, 15" wide. Contact Lumber Jack at (715) 399-2783.

Employment

If you want to list items, fill in the form below:

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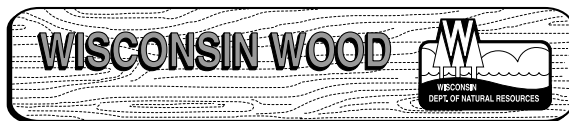
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DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: FEBRUARY, APRIL, JUNE, AUGUST, OCTOBER, and DECEMBER.



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